

Commonwealth of Pennsylvania

## DEPARTMENT OF AGRICULTURE

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BULLETIN No. 233

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# Practical Side of Local Organization in Agriculture

PAPER READ BY J. ALDUS HERR OF LANCASTER COUNTY BEFORE  
THE ANNUAL MEETING OF THE PENNSYLVANIA STATE  
BOARD OF AGRICULTURE, JANUARY 24, 1912



PUBLISHED BY DIRECTION OF THE SECRETARY OF AGRICULTURE

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HARRISBURG:  
C. E. AUGHINBAUGH, PRINTER TO THE STATE OF PENNSYLVANIA  
1912.



## PREFACE

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Commonwealth of Pennsylvania,  
Department of Agriculture,  
Harrisburg, Pa., March 25, 1912.

A very practical paper on the subject of Local Organization in Agriculture was read before the meeting of the Pennsylvania State Board of Agriculture, at its annual session held at Harrisburg, January 24 and 25, 1912. The subject matter of the paper was regarded by the Board as being of so much importance to the agricultural interests of the State as to induce the passage of a resolution requesting its publication as a bulletin of the Department of Agriculture. Being in full accord with this view, its publication is authorized, together with the full text of the constitution and by-laws of the "Lancaster County Farmer's Association," which is organized and is now successfully operating along the lines suggested in Mr. Herr's paper.

Since the passage of the resolution referred to, it came to the knowledge of the Secretary of Agriculture that a like Association has been organized and is now in successful operation in York county, and considering the matter of sufficient importance to the agriculture of the State to warrant the publication of all the information available upon the subject, Prof. Franklin Menges, who is the author of the Articles of Association under which the York county farmers are operating, was asked to furnish a copy of these articles for publication with and as a part of this bulletin.

Believing that no further comment is needed to enable the farmers of the State to see the importance of local organization, this bulletin is sent out in the hope that it may not only give encouragement in this direction, but also prove helpful in effecting such local organization wherever the need is felt.

N. B. CRITCHFIELD,  
Secretary of Agriculture.



# THE PRACTICAL SIDE OF LOCAL ORGANIZATION IN AGRICULTURE

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By J. ALDUS HERR, *Lancaster, Pa.*

Read at the Annual Meeting of the Pennsylvania State Board of Agriculture, at Harrisburg, January 24, 1912.

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This much talked of topic has received more attention the last year than at any previous time, and in many instances has resulted in much good to the producer as well as the consumer.

Organizations are of early origin, but most of these pertaining to the uplifting of farm life have chiefly been along the social side, and the practical part has partially been neglected. Organizations of this kind are designed to further their interests and particularly bring the producer and consumer, the farmer and manufacturer into direct commercial relations without the intervention of the middlemen.

Nearly all industries have established organizations for the betterment of their interests, even in the conservative County of Lancaster. We have two agricultural clubs that have been in existence for many years: namely, the "Octoraro Farmers" and the "Fulton Farm Club." I have read the report of these meetings when the writer was a mere boy. Then came the Lancaster County Agricultural Society, this was followed by the Grange, and more than a half dozen similar organizations pertaining to farm life, all doing work along their respective lines. But their advancement has been chiefly social instead of dealing with the more practical side of their occupation.

The question which confronts most of us is, How can we combine the two with better advantage to the majority of persons interested?

The two chief interests confronting the farmer today are more economical production, and better distribution of marketing.

Too many of the crops on the farm are produced at an actual loss, or probably just sufficient profit to maintain the industry. Following this is the finding of the best markets for the products, too often there are instances where some markets are glutted at the expense of other poorly furnished ones.

These are the two chief interests that have been neglected in most farm organizations, except a few large companies who have tried to solve the problem with some degree of success, but often being too large, and beyond the control of the producer and consumer alike.

The State and National Grange have done much good in general, but in our county it has been a dismal failure, a few persons knowing there is one in existence. About twenty years ago there was a local Grange in our community, but it long since has gone the way of many other good organizations for want of actual effort. The social side was a glowing success, but the business and financial part was sadly neglected, thus the result mentioned.

Now how best to overcome these serious failures is the question to solve. The very nature of the farmers' calling should induce him to organize locally for the purpose of selling the crops he produces, and buying the articles he must have in his business, and to learn to deal more direct with the consumer and producer; thus to eliminate to a certain extent the middlemen who have been a very costly adjunct in the business life of the American Farmer.

The farmer of the future must be more of a reader and thinker for his own benefit. The more direct he deals with the consumer and producer the more intelligence he must put in his business.

After having produced a valuable crop, it requires some business and executive ability to put his products before the purchaser in the most attractive appearance with a profit to himself, as well as a reasonable price to the consumer. Not forgetting the fact that a pleased and satisfied customer is the best "ad" in any line of business and much cheaper, and more durable than printers' ink. The time has never existed when there was an over-production of a good, first-class article, if properly distributed, and goods of this class always demand a paying price, and in many instances, the purchaser will look up the producer who has goods of this class for sale.

We as farmers should think more of the consumers' wants and desires, who are willing to pay good value for goods received, if in so doing they actually receive full value for what they pay. We should take a full broad view of the business relations between the producer and consumer.

The more familiar the farmer is with the life of the consumer and *vice versa*, the more satisfactory it will be for all concerned. Invite the consumer to come and see the plant where the articles offered for sale are produced, by so doing you would receive the confidence and advertising medium of a good customer, which is a long step in the line of success.

The origin of all Government is the home. The basis of all large organizations must be of local origin; no wheel is stronger than the weakest cog within its circle.

The foundation for a business organization must be laid by the members within reasonable bounds of their local community.

No one is more capable of knowing the wants and desires of a community than the residents thereof, and they should be more



efficient in the management of said local organization. Whenever a company expands beyond a certain limit it becomes unwieldy and throws itself liable to many dangers which are detrimental to the control and a menace to the best development along the line of business intended. Self-government, which begins at home, is also appreciable in local organizations, and in a very great degree, means nothing more than good common sense, which is frequently lacking in many business propositions.

The country at large today is more aroused about the organization of the farmer than it has ever been before. Most dailies, and many of the most prominent magazines give considerable space to the discussion of this most worthy subject.

The place to foster this worthy child of the "Farm Organization" I believe must be in the public schools. The child who will make the successful farmer of the future, must be better equipped to deal with the problems that will confront him. He must see farm life from a higher and different aspect than he has ever seen it before. The day is at hand when the manual training system of education must be the prevailing school established for the rural as well as the city districts.

The ever pressing demand for education that will train the child to be a self-sustaining bread winner, will be the power; and when started right, it will control the best interests in the United States. Then, and not till then, will the farmer receive his just demands, and the now dominating powers will give recognition when asked for, or be trodden on by the onward move of justice.

As far as farm organization has gone, it is a step in advance of education. The rural schools as well as those of the city should become a unit of power in the betterment for agricultural uplift, for the destiny of both classes is dependent upon the success of agriculture.

All other industries are at the mercy of the great calling, tilling the soil. The issue of the day is better government for local organizations. Local farm organizations have been started in many places and have proven beneficial; with few exceptions the farmer has not received his portion of the dollar in the disposal of his products, and yet these organizations have more efficient buyers than sellers. The most direct road to dispense with the middlemen's profit is through more direct buying from the manufacturers, this end of the problem has been fairly well solved.

The Lancaster County Farmers' Association which we started five years ago, was of very humble origin, the first season ending in 1911. They did a business of \$122,000.00, paid 5% on the capital stock and conducted the business on a  $2\frac{1}{2}\%$  basis. They have capitalized at \$75,000.00 and have 1,000 members in good standing.

A very important feature of this organization is that all business is done on a cash basis. It is the duty of the General Manager to receive prices on all lines of goods to be purchased. If any member refuses to pay cash, he is denied the privileges of the association and cannot deal with it.

This organization has a main office, with four branches, its 1,000 members ordering all goods through the General Manager; but each branch is responsible for its own indebtedness and should any of the branches fail it cannot in any way affect any of the other branches.

At present two of the branches have built substantial brick buildings for stores, costing about \$4,000 each, the two branches carrying about \$18,000.00 worth of goods needed on the farm, coal, feed, flour, seeds, oils, implements and farm machinery in general. You can buy nearly everything needed on the farm from a tack to a four-horse wagon. As mentioned before the way to eliminate the middlemen is by direct selling to the consumer. If the members of an organization, like the one in Lancaster county, would unite in disposing of their crops in carloads, having some responsible man to whom to ship to regularly, it certainly would be of immense benefit to the producer.

The thousand members could create a demand for first-class products, and to a great extent, solve the problem of dividing the dollar between the producer and consumer, without the assistance of the much talked of middlemen.

But in selling direct as well as purchasing there are many problems of importance to be met, and right here is where the public schools are deficient in not giving the pupils an education on a more substantial bread-winning basis. Had the new school code of Pennsylvania given us this much needed training for the men and women of the future, we might excuse the remainder of that voluminous document.

In direct selling, there must be a confidence established between the seller and purchaser, of the highest standing; and great care should be taken that this confidence should never be misplaced.

Oh! hail the day, for it is near at hand, when the onward movement of Local Farm Organization will be heard all along the land, and the elements of resistance that are defying our advance, will listen and take warning, when many of the shackles will be cast asunder.

Then, and not till then, will the farmer receive to a large degree the profits of his toil.



## BY-LAWS OF THE LANCASTER COUNTY FARMER'S ASSOCIATION

### NAME

Art. I. The name of this Association shall be, and is, The Lancaster County Farmers' Association, Incorporated.

### OBJECT

Art. II. The object of the Association is to protect farmers' interests and improve their condition in general, especially in buying and selling supplies, and the products of the farm.

### MEMBERSHIP

Art. III. Any law-abiding citizen, being in sympathy with the workings of this Association and co-operating with it, and paying annual dues shall become a member, upon signing the Constitution and By-laws thereof.

### OFFICERS

Art. IV. The officers of this Association shall consist of a President, Vice-president, Secretary and Treasurer.

### DUTIES OF THE OFFICERS

Art. V. Sec. 1. The President of the Association shall preside at all meetings of directors and stockholders and perform all duties pertaining to his office.

Sec. 2. The Vice-president shall preside in absence of the President.

Sec. 3. The Secretary shall keep a record of proceedings of all the meetings of the board of management and of the stockholders in the form of a minute book.

Sec. 4. The Treasurer shall be also the Business Manager, whose duties shall be to procure current prices and catalogues and to keep them on file, accessible to the board of management and in conjunction with them transact necessary business. The Treasurer shall collect, disburse and be liable for the custody and safe keeping of all funds and shall give a sufficient bond at the expense of the Association, amount to be fixed by the Board of Directors, for the faithful performance of his duties.

### GENERAL MANAGEMENT

Art. VI. The management of this Association shall be lodged in a Board of Directors—a sufficient number to conduct the business—to be elected from the stockholders.

## DUTIES OF DIRECTORS

Art. VII. Sec. 1. The Board of Directors shall have full management of the Association subject to the provisions of the laws, of the charter and of the by-laws of this Association.

Sec. 2. A majority of the Board of Directors shall constitute a quorum and a majority vote of those present is necessary on any question in order to carry.

Sec. 3. Vacancies in office and committees shall be filled for the unexpired term by the Board of Directors.

## ELECTION OF DIRECTORS

Art. VIII. Sec. 1. The regular annual meeting of the stockholders of this Association, for the election of Directors, shall be on the first Thursday of January.

Sec. 2. The Directors shall be elected for a term of three years, a proportionate number to be elected annually.

## STOCKHOLDERS

Art. IX. Sec. 1. A majority of the votable stock issued and outstanding, by the holders thereof either in person or by proxy shall constitute a quorum and be necessary to act at all meetings of stockholders for the election of officers and the conducting of all other business at all stockholders' meetings.

Sec. 2. Each stockholder is entitled to one vote in person or by proxy, for each share of stock as the same appears in his or her name on the records of the Association.

Art. X. Sec. 1. The members of the Association shall pay annually into the hands of the Treasurer of the General Association, the sum of fifty cents as membership fee.

Sec. 2. Each member holding stock shall have deducted annually by the Treasurer of the Association the dividend of one-share, which shall entitle the holder to a member's privilege.

Sec. 3. Only members shall be allowed the privileges of the Association.

## TERMS

Art. XI. The terms of this Association are and shall be Cash.

## COMPENSATION

Art. XII. The Board of Directors shall fix the salaries of all officers, agents and employees.

## AUDITING COMMITTEE

Art XIII. Three stockholders when elected shall constitute an Auditing Committee whose duty shall be to audit the Treasurer's account annually.

## BRANCHES OF THE ASSOCIATION

Art. XIX. Sec. 1. Fifteen or more members in a community holding stock can and shall, by the approval of the Board of Management, be recognized as a branch of the Association.

Sec. 2. Each Branch shall be entitled to representations in the general management as determined by the stockholders.

Sec. 3. Each Branch shall be locally responsible for their defalcation and shall not involve the Association in general in any financial liabilities for any local acts, and all local or Associate Business Managers shall give sufficient bond to the Association as determined by the Board of Directors for the faithful performance of their duties.

Sec. 4. Each Branch shall subscribe funds for the fixtures, equipment and stock necessary to properly conduct their local business and affairs, subject to the approval of the general board of management.

## MEETINGS

Art. XV. Sec. 1. The President or any four members of the Board of Directors may call a special meeting of the stockholders, giving due notice, not less than ten days.

Sec. 2. The Directors shall meet after each election and organize by choosing a President, Vice-president, Secretary and Treasurer, and meet as often thereafter as necessary for the general welfare of the Association.

Art. XVI. Sec. 1. Each local branch shall have authority to regulate its own local or internal affairs in any way not violating charter or by-laws of the General Association.

Sec. 2. These by-laws shall govern the Lancaster County Farmers' Association and all its branches, under the provisions of the charter thereof.

Art. XVII. The stockholders by a vote of the majority of shares of stock outstanding may at any annual or special meeting alter or amend these by-laws if notice thereof be contained in the call for the meeting.

## BY-LAWS FOR CO-OPERATIVE ASSOCIATIONS

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BY FRANKLIN MENGES, PH: D.

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### NAME

This organization shall be known as the FARMERS' PRODUCERS AND CONSUMERS CO-OPERATIVE ASSOCIATION.

### CENTRAL OFFICE

The principal office of this association shall be at York, York County, Pennsylvania.

### OBJECT OF THE ASSOCIATION

The objects of this Association are to unify and promote the interests of its members in agricultural, horticultural, manufacturing and commercial pursuits, including the producing, trading in and dealing in goods, wares, implements, chattels, grains, vegetables, fruits and other general products, and in buying, selling, holding and leasing or improving the lands, tenements or buildings, and for the further purpose of promoting social culture, moral reform and intellectual advancement, and bringing about a direct connection and relation for mutual benefit between the producers of farm, manufactured, mining and other products and the consumers of the same.

### CAPITAL STOCK

The capital stock of this association shall be variable capital to be paid in is \$2,000.00.

### MEMBERSHIP

All citizens of the community in which this association is located, or a branch thereof, who are in sympathy with its objects and are willing to co-operate with it in the accomplishment of its purposes, and pay annual dues of one dollar per member and own at least one share, and not more than fifty shares, of full paid stock in the association shall become members and shall enjoy all the benefits, privileges and emoluments it confers, together with the right to cast one vote in person, and not by proxy, in all elections of officers, and for the transaction of all other business of the association.

### ASSOCIATE MEMBERS

All citizens of a community in which the association is located, or a branch thereof, not desiring to become regular or stockholding members, but who in all other respects are willing to co-operate with it in the accomplishment of its purposes may, upon the payment of an

entrance fee of one dollar, and thereafter annually a membership fee of one dollar, become associate members and shall enjoy all benefits and privileges of the association, except that they shall pay  $2\frac{1}{2}\%$  more than the stockholding members for all purchases whatsoever made for them through the association and all costs for making sales through the association, and in no wise shall they be eligible to vote or hold office in the association.

#### OFFICERS

The officers of the association shall be a President, Vice-President, Secretary and Treasurer, and a Board of Directors composed of six members. All officers to be eligible to hold office must be stockholders in the association and shall hold office for one year, or until their successors are duly elected and qualified.

#### ELECTIONS

The officers of the association shall be elected at the first quarterly meeting of the stockholders in each year, to be held at the central office of the association, or at the central office of any branch association, on the third Tuesday of January, at which meeting a majority of the stockholders of the association shall be represented in person and voto in person, as hereinbefore provided, for the election of all officers, and for the transaction of all other business. The other quarterly meetings of the association shall be held on the third Tuesday in April, July and October.

#### DUTIES OF THE PRESIDENT

The President shall preside at all meetings of the stockholders, and shall call special meeting whenever necessary, or whenever ten per cent. of the record stockholders shall request him in a petition duly signed by the required number of stockholders to do so. He shall be ex-officio a member of all committees. He shall sign all vouchers issued by the General Manager, and those authorized by the Board of Directors, and attested by the Secretary of the association, for the payment of all claims of indebtedness incurred in the business transactions of the association. The Vice-President shall preside in the absence of the President and shall in his absence perform the duties of the President as hereinbefore stated.

#### DUTIES OF THE SECRETARY

He shall be the Secretary of the stockholders and the Board of Directors. He shall keep accurate minutes, in books provided for the purpose, of the proceedings of all meetings of the stockholders, as well as the Board of Directors. He shall keep the minutes of both the stockholders and Board of Directors open and accessible for the



inspection of all stockholding and associate members. He shall give due notice of all regular and special meetings of stockholders, at least ten days before such meeting, to all stockholders at their recorded address. He shall, after due examination and verification, sign all vouchers issued by the General Manager, and the Board of Directors, for the payment of all claims of indebtedness of the association, and perform all other such duties as pertain to his office.

#### DUTIES OF THE TREASURER

All moneys due the association, whether derived from the sale of stock issued by the association, or from entrance fees, annual dues, or from the sale of all kinds of property whatsoever, real, personal or mixed, made by the Board of Directors or the General Manager of the parent association for it, or its stockholding or associate members, or any branch association, its stockholding or associate members, shall be paid into the hands of the treasurer of the parent association, for which he shall give a legal receipt. All indebtedness of the association, whether dividends on the stock issued by the association, declared by the Board of Directors, or indebtedness incurred in the purchase of all kinds of property whatsoever, real, personal or mixed, made either by the Board of Directors or the General Manager of the parent association for the parent association, its stockholding or associate members, or for a branch association, its stockholding or associate members, shall be paid by the Treasurer upon presentation of proper voucher, except that when such indebtedness is incurred for any branch association, its stockholding or associate members, before paying any such indebtedness the Treasurer shall be reimbursed by the Treasurer or the members of such branch association. The Treasurer shall keep an accurate account of the outstanding and unissued stock of the association, as well as all moneys paid him by members in membership fees, annual dues, and that derived from the sales and business transaction of the association. He shall deposit all moneys and valuable effects of the association to the credit of the association in depositories designated by the Directors of the association. He shall so far as necessary keep a separate account with each individual doing business with the parent association. The books of the Treasurer shall be audited quarterly by a committee of two elected by ballot annually by the stockholders at their January meeting. The Treasurer's books shall be open at all times for the inspection of all stockholding and associate members. The Treasurer shall give bond in such amount as the Board of Directors shall require.

#### BOARD OF DIRECTORS

The Board of Directors shall meet for organization on the first Tuesday after their election, and shall elect a presiding officer either



from among themselves, or they may make the President of the stockholders their presiding officer without a vote in the transaction of their business. A majority of the Directors shall be necessary for a quorum to transact business. They shall elect a business manager, who, in co-operation with and by the advice of the Directors, shall manage the business of the association. He shall be a man of known practical, honest, successful business experience and ability. All purchases or renting of real estate upon which to erect buildings, or real estate with buildings for storerooms, warehouses and equipments for all other storing purposes, and manufacturing plants and other necessary buildings, and for yardage and railroad sidings and other necessary trackage, shall be made for the association by the Board of Directors, with the advice and co-operation of the President of the stockholders. All real estate, buildings, manufacturing plants, storage plants of all kinds whatsoever, railroad sidings railroad trackage, and all other railroad equipment, and all other equipments whatsoever shall be under the management and control of the Board of Directors for the association. All sales of real estate, buildings, manufacturing plants, storage plants, railroad sidings, railroad trackage, railroad equipment, and all other equipment whatsoever shall be made for the association by the Board of Directors, and their deed, release or receipt shall be sufficient guarantee to title. All contracts for the erection and furnishing of buildings, and the repairing of the same, shall be made by the Board of Directors, with the consent of the President of the stockholders. A true copy of all agreements or options for the purchase or sale of the property above described, also a copy of all contracts for the erection and equipment of buildings as above specified, and for railroad equipment, shall be sent to all stockholders of record for their inspection at least thirty days before the final purchase of such real estate, buildings or equipment, or the final signing of contracts for erecting and equipping buildings. Should ten per cent. of the record stockholders, voting as hereinbefore provided, petition the President of the stockholders ten days previous to the final purchasing of real estate or buildings, or the final signing of contracts for erecting and equipping buildings, to call a meeting of the stockholders to approve, modify or reject the action of the Board of Directors, he shall do so within ten days after the receipt of such petition. A majority vote of the stockholders present who shall represent at least  $66\frac{2}{3}\%$  of the votable stock of the association shall be necessary to approve, modify or reject the action of the Board of Directors in which the Board of Directors shall not vote, neither shall their stock be represented. All dividends, not to exceed five per cent. on the stock issued by the association shall be declared by the Board of Directors. The salaries of all officers and employees of the association shall be fixed by the Board of Directors,

except their own which shall be a per diem and shall be fixed by the stockholders at their January meeting, voting as hereinbefore provided. All salaries of officers and the per diem of the Directors shall not exceed five per cent. of the total financial business transactions of the association, exclusive of the purchase or sale of real estate, buildings, etc., their construction and repair. The stockholders, if not satisfied with the salaries as fixed by the Board of Directors, may at an annual meeting by a majority vote, voting as hereinbefore provided, increase or decrease the salaries of any or all officers of the association. Any stockholding member of this association who is directly or indirectly acting as agent or representative of a manufacturing, jobbing, wholesaling and retailing concern, or any combination whatsoever of these, shall not be eligible as member of the Board of Directors.

#### GENERAL MANAGER

All orders for purchases of machinery of all types whatsoever, of fertilizing materials, and mixed fertilizers, seeds of all varieties, farm products of all kinds, animals of all species, raw and manufactured materials, fuel of all kinds, building materials of all kinds, tiling merchandise of all kinds whatsoever, made by the stockholders or associate members of the parent, or any branch association, shall be filled by the General Manager. The General Manager shall sell to the best advantage for the stockholding and associate members of the parent or any branch association all farm and manufactured products of all kinds whatsoever, raw materials of all kinds, animals of all species, and animal products of all kinds, whenever requested to do so. He shall give invoices of all shipments to all branch associations made to them or their members. He shall give a receipt and invoice giving the names, quantities, quality and condition of the products to the one furnishing these and retain a copy for himself, and send a copy to the Secretary of the association. He shall keep in touch with all reliable consuming agencies, especially consumers co-operative associations, for selling what is offered, and with manufacturers and producers for buying what is desired, and shall keep in his office catalogues and price lists on file for the use of the members. All orders filled by him for stockholding and associate members, or branch associations, their stockholding or associate members, shall be paid in cash or its equivalent. The sales made by the General Manager for stockholding and associate members of the parent or any branch association shall be paid within five days after the Treasurer has received the money for the same. The expenses incurred in making these sales shall be deducted before such payment is made. The General Manager shall make all bills payable to the Treasurer, and all vouchers by the Treasurer. The General Manager's records of purchases and sales made for stockholding and associate members shall be open for inspection to all such members.

## BRANCH ASSOCIATIONS

Ten or more stockholding members in the parent association, or ten or more individuals who are not stockholders in the parent association, but are willing to co-operate with it in the accomplishment of its purposes, who live within reach of a business or shipping point, who own ten or more full paid shares of stock at \$10.00 per share in a local association shall, if their constitution or by-laws do not conflict with these by-laws, be recognized as a branch of the parent association. Each branch association shall be financially responsible for its equipment and for what ever property, real, personal or mixed, that may be necessary for conducting its business. The stockholding and associate members of branch associations shall not assist in any way in paying dividends on the stocks of the parent association. All orders drawn on the General Manager for purchases or products as enumerated under "Duties of the General Manager" desired by branch associations, their stockholding and associate members shall be filled by him. All such purchases together with the expenses incurred by the General Manager in the procuring of the same shall be paid in cash or its equivalent, and in no wise shall the parent association be financially responsible for such payments until reimbursed by the branch association or its members. The members of the Board of Directors of all branch associations who are not stockholders in the parent association shall have one vote each in the election of all officers in the parent association, but not in the transaction of any other business. Copies of invoices stating the quantity, quality and conditions of all shipments whatsoever made by any branch association to be sold by the General Manager of the parent association shall be furnished by such branch association for the General Manager and the Secretary of the parent association. Any offers of a higher price or prices for any of the products whatsoever of the quality sold through the General Manager of the parent association and enumerated under his duties, and a lower price of the same quality for those purchased through him and also enumerated under his duties, made by any consuming or producing agency, or any combination of these whatsoever, to any member or members of the parent association, or any branch association, member or members thereof, may be accepted by either or all of them but such purchasing or selling prices shall be at once communicated to the General Manager of the parent association and shall become available for the parent association, its stockholding and associate members, and all branch associations, their stockholding and associate members. The refusal or neglect of any stockholding or associate member in the parent association, or any branch association, its stockholding and associate members, to make such communication to the General Manager of the parent association shall be



deemed sufficient reason for the Board of Directors of the parent association to withdraw the privilege of buying or selling through it by any such member or members, or branch association or associations. This provision shall not be construed to include purchases or sales that may be made locally.

#### STOCK

The par value of the stock of this association shall be ten dollars a share. All certificates of stock shall be signed by the President and Secretary of the association. The money derived from the sale of stock of the association shall be used for the purchase of real estate, buildings and necessary equipment, and in the case of the association desiring to keep the products enumerated on hand for the benefit of members may by and under the management of the Board of Directors use the money derived from the sale of such stock for such purchase.

#### UNASSOCIATES

All people desiring to buy or sell through the association who are neither stockholding or associate members in the parent or any branch association shall be allowed such discount on purchases and rates for selling as the Board of Directors may determine.

#### EXPENSES

To all purchases made by the General Manager for the parent association, its stockholding and associate members, or a branch association, its stockholding and associate members, shall be added all necessary expenses incurred in the procuring of such purchases, and such dividends up to five per cent. as the Board of Directors may declare. With this addition the stockholding members shall receive all purchases at cost, while to all purchases made for associate members two and one-half per cent. shall be added, which may be used if they so desire to purchase stock in the parent association or a branch thereof.

#### THE TERM OF EXISTENCE OF THIS ASSOCIATION IS THIRTY YEARS

These by-laws may be changed or amended by a majority vote of the stockholders at a regular or special meeting, provided that a notice of the proposed change or amendment shall have been sent by the Secretary to each stockholder of record at least sixty days previous to such meeting.

Commonwealth of Pennsylvania

DEPARTMENT OF AGRICULTURE

BULLETIN No. 222.

PROCEEDINGS OF THE  
THIRTY-FIFTH ANNUAL MEETING

OF THE

Pennsylvania  
State Board of Agriculture



HELD IN THE

CAUCUS ROOM, HOUSE OF REPRESENTATIVES, HARRISBURG, PA.

January 24 and 25, 1912.

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HARRISBURG:

C. E. AUGHINBAUGH, PRINTER TO THE STATE OF PENNSYLVANIA.  
1912.

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